

## Message Text

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PAGE 01 STATE 054347  
ORIGIN COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 /023 R

DRAFTED BY COM/OED/MEPD/JLSMITH/MM  
APPROVED BY EB/OCA/CM/JJREILLY  
COM/OED/MEPD/SMCONGER,DIR.  
COM/BED/OIM/WBASTIAN (INFO)

-----098073 030746Z /11

R 030142Z MAR 78  
FM SECSTATE WASHDC  
TO AMEMBASSY PANAMA

UNCLAS STATE 054347

E.O. 11652: N/A

TAGS: BENC, PN

SUBJECT: MAJOR PROJECT: ISTHMIAN RAILROAD

REF: PANAMA 1383

1. SYNOPSIS OF REFTEL HAS BEEN MAILED TO LARGE GROUP OF U.S. ENGINEERING FIRMS THAT HAVE EXPRESSED INTEREST IN PORT AND RAIL PROJECTS AND TO THE RELEVANT TRADE ASSOCIATION, THE AMERICAN CONSULTING ENGINEERS COUNCIL (ACEC). FIRMS HAVE BEEN ADVISED OF ING. CANO'S ADDRESS AND OF EMBASSY'S OFFER TO HAND DELIVER MATERIAL.
2. USDOC/MEPD ALSO TELEPHONED GREINER ENGINEERING SERVICES, ONLY AMERICAN ENGINEERING FIRM KNOWN TO HAVE OFFICES IN PANAMA AND PROJECTS UNDER WAY IN COUNTRY. COM COUNSELOR SHOULD EXPECT CALL FROM LOCAL GREINER REP.
3. PAST EXPERIENCE SUGGESTS THAT BOTH CANO AND EMBASSY CAN EXPECT INTHUSIASTIC RESPONSE FROM U.S. ENGINEERS

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HUNGRY FOR WORK. FOR THIS REASON AND BECAUSE REFTEL INDICATES PROJECT STILL VERY MUCH IN CONCEPTUAL STAGE, USDOC DOES NOT BELIEVE IT WORTHWHILE TO ATTEMPT SURVEY RESPONSE AT THIS TIME. HOWEVER, EMBASSY

HOWEVER, EMBASSY SHOULD HAVE COPY OF ACEC "1976-77 INTERNATIONAL ENGINEERING DIRECTORY" WHICH PROVIDES

RATHER EXTENSIVE LIST OF FIRMS SEEKING INTERNATIONAL  
PROJECT BUSINESS, COMPLETE WITH TELEX AND CABLE ADDRESSES.

4. IF EMBASSY WILL CONTINUE TO MONITOR PROJECT  
DEVELOPMENTS, USDOC WILL ENSURE APPROPRIATE DISSEMINATION  
OF ITS REPORTS TO INTERESTED COMPANIES.  
CHRISTOPHER

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NNN

## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 mar 1978  
**Decaption Date:** 20 Mar 2014  
**Decaption Note:** 25 YEAR REVIEW  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Unique ID:** 00  
**Drafter:** OED/MEPD/JLSMITH/MM  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014